



Photo by Claire Schwerin

The purpose of this newsletter is to provide the small business community, Army, DoD and other government researchers and leadership additional insight into the Army SBIR program.

Army SBIR Vision

To be the Army's premier source of innovative technology solutions, providing direct access to America's high-tech small business research & development community, enabling our Soldiers deployed around the world.

Army SBIR Helpdesk

The Army SBIR Helpdesk answers program questions and provides assistance to small businesses and Government participants. Help Desk hours are Monday through Friday from 8 am to 5 pm EST (except on Federal holidays). You may reach the help desk by email at army.sbir@us.army.mil or by calling (703) 399-2049.

A Message from the Army SBIR Program Manager

Happy New Year! This is the first issue of the Army SBIR Quarterly Newsletter for 2012.

More than 450 representatives attended the National SBIR 2011 Fall Conference in New Orleans, LA (6-9 November). The conference offered small businesses the opportunity to network and share ideas with the federal agency representatives, prime organizations, universities and federal laboratories. The program featured U.S. Senator Mary Landrieu of Louisiana as the keynote speaker. She is a great supporter of the SBIR program and her presentation was well received by all the attendees. Unfortunately, as of now there will not be a Spring National SBIR Conference, but one is planned for next Fall and we encourage your participation.

SBIR Reauthorization—As of this writing, we continue to operate under a Continuing Resolution, but an Amendment has been offered to the National Defense Authorization Act that has been approved by both the House and the Senate. We hope for quick approval and passage in the very near future. If you would like to track progress of this and other Congressional actions, we recommend that you look at the Library of Congress THOMAS website (thomas.loc.gov) which is the source for federal legislative information.

We have a new Technical Assistance Advocate (TAA) at Aberdeen Proving Ground—John Vassar who will take Jim Faunce's place as the Command and Control TAA. John has an extensive background in the Army and Technology Transition. Please welcome John as he settles into his duties.

Nancy Smith and Peggy Jackson are Retiring

The Army SBIR Program bids farewell to two outstanding retiring SBIR contributors.

Ms. Nancy Smith, SBIR Program Coordinator for United States Army Medical Research and Materiel Command (MRMC) is retiring. From February 1983, Ms. Smith has been a critical component of the Army SBIR process. She was the focal point of MRMC SBIR efforts and was responsible for guiding source selection participants, distributing the funding and facilitating the award of contracts, and assisting in transitioning SBIR technologies.

Ms. Peggy Jackson, SBIR Program Coordinator for the United States Army Aviation and Missile Research, Development and Engineering Center (AMRDEC), is retiring as well. Since November 1998, Ms. Jackson's dedication and commitment to AMRDEC SBIR was exceptional and allowed small businesses the opportunity to provide innovative research and development solutions to critical Army needs.



Photo by Amy Walker .

12.1 SOLICITATION

Solicitation Closes 13 Jan 2012

12.2 SOLICITATION

Solicitation Pre-release Late April 2012

OUTREACH EVENT

[AUSA Aviation Symposium & Expo](#) 11-13 Jan, 2012

[University Startups Conference](#) 19-20 Jan, 2012

[AUSA 2012 Winter Symposium & Expo](#) 22-24 Feb, 2012

2012 Commercialization Brochure

We are currently in the process of drafting the next Brochure and are actively seeking new “success stories”. The Brochure is published annually and distributed within the Army and Department of Defense community and at conferences across the country. These brochures highlight program successes and provide visibility to small businesses that have successfully transitioned their SBIR developed technologies. If you are interested in submitting a story, please contact the SBIR Program Management Office at army.sbir@us.army.mil. You can download and view Commercialization Brochures at this link: <https://www.armysbir.army.mil/Commercialization/Default.aspx>

Featured Army SBIR Success Story

Imperium, Inc.

www.imperiuminc.com

U.S. Army Medical Research and Materiel Command

Portable Ultrasound Camera for Fractures and Soft Tissue Injury Diagnosis

Battlefield injuries require immediate triage under austere conditions to determine appropriate medical treatment. Imperium is developing a high-resolution C-scan ultrasound imaging device to investigate abnormalities on the bone surface such as subtle fractures and foreign objects in soft tissues. With SBIR funding from the Medical Research and Materiel Command (MRMC), a hand-held, portable, ultrasonic camcorder was developed. The key feature of this hand-held device is the ability to quickly produce ultrasound images that are easy for battlefield medics and non-radiologists to interpret. This technology provides immediate feedback on medical conditions such as fractures and foreign objects in soft tissue that assist caregivers with triage decisions. This capability not only reduces the need for warfighter evacuation by being able to quickly determine the severity of a battlefield wound, but it also optimizes the Army’s assets, reduces medical costs and allows for UGV imaging.

Phase III Impacts

Thus far, the device has been developed in non-clinical environments, specifically nondestructive testing, which has generated approximately \$1M in sales. Clinical trials and FDA approval are underway in preparation for widespread acceptance and commercial sales. MRMC continues to support demonstrations of the product at U.S. Army Medical Department facilities to show efficacy and develop data to support a recommendation to Directorate of Combat and Doctrine Development to prescribe Army use.



For more information on Army SBIR Success Stories, visit our website:
www.armysbir.army.mil/commercialization